REQUEST FOR PROPOSAL FOR **RESEARCH PROJECTS**

Funding for New York Wine & Grape Foundation Fiscal Year

April 1, 2027– March 31, 2028

Proposals must be submitted by January 18, 2027

Released November 6th, 2026

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1. Introduction

The New York Wine & Grape Foundation (NYWGF) was created by the State of New York in 1985 as a private, non-profit organization. The enabling legislation established a financing mechanism for promotion and research, providing the industry with both short-term assistance and the potential for long-term viability. NYWGF's programs are developed by a 21-member Board of Directors in consultation with other representatives from industry and state government. The activities carried out by NYWGF are designed to support all uses of New York grown grapes from all regions of the state.

Every year, a significant portion of our budget is allocated to our Research program to fund projects that support the overall improvement in production and quality of wine, grapes, and grape products for the New York wine industry. The NYWGF Board Research committee reviews the project proposals and presents a recommended research budget to the full board for consideration as part of the budget process.

2. Proposal submittal process and expectations:

a. Deadline: Proposals must be submitted electronically by January 18th, 2027, using our NYWGF Proposal format and emailing to research@nywgf.org.

   Separate from the written proposal, the research committee is requesting a video presentation that is no more than 5 minutes long from the project investigator, summarizing the important aspects of the proposal. The video can be sent directly to NYWGF via the link provided in Section 4 below.

b. Scoring: Projects will be scored based on the following criteria:
   - Does the project align with one or more industry priorities?
   - Does the project look to produce an important impact on the industry, either regionally or statewide?
   - Will the project work build on previous research without replication?
   - Are the proposed research methods reflective of current field practices and standard scientific principles?
   - Is the proposed workplan feasible within the given budget, and was the proposal presentation clear and concise?

c. Funding and Support Documentation:

   Applicants are advised that certain projects under this RFP may experience partial or limited funding. To facilitate a comprehensive review of each proposal, we respectfully request that applicants include any *letters of support* for their research from collaborating institutions, organizations, or stakeholders.

   Additionally, applicants are encouraged to disclose any *alternative funding sources* or financial support they have secured or are seeking to supplement the proposed

research project. If funding has been received from other sources to support the proposed project, a letter identifying the funder and stating the dollars requested or awarded must be submitted with this proposal. This information will assist in evaluating the sustainability and feasibility of the project in the context of potential funding constraints. By providing letters of support and details of alternative funding, applicants help demonstrate the broader network of support and resource availability for their research, which is invaluable in the decision-making process.

The average funding awarded to an individual proposal, over the past few years, has been between $17,000 and $20,000.

Invoices will be submitted to NYWGF on a reimbursement basis.

NYWGF should be acknowledged as a funder on all online and printed materials and presentations for all funded projects.

d. Final Report: A final report must be submitted electronically by April 15th, 2028, using our NYWGF Final Report format to research@nywgf.org.

e. Reporting session: All researchers will be asked to attend a question-and-answer session with the NYWGF Research committee for their newly submitted proposals on **Wednesday February 10, 2027,** from 8am-11am in the classroom on the second floor of Jordan Hall at Cornell AgriTech in Geneva NY. If for some reason you cannot join us in person, via Zoom video conference using the following link: https://nywgf.zoom.us/j/7591657459.

**This session will be specifically for our committee to ask questions, if any, about your proposals.

3. Project Priorities

Every year, research priorities are discussed and finalized by the Research Committee of the Board of the NYWGF in collaboration with additional stakeholder input, to help the researchers focus their research proposals to meet the current needs of the wine and grape industry.

The priority themes for this year are as follows in order of importance under each theme:

VITICULTURE THEMES:

- Disease & Pest management, including Invasive species: Develop effective, efficient and sustainable disease and pest management materials and techniques that minimize development of resistance and provide resilience to climate change. Develop management approaches to combat impact of invasive species, including but not limited to spotted-wing drosophila and spotted lanternfly.

- Mechanization and precision agriculture: Identify opportunities for vineyard management mechanization and application of precision agriculture technology with a particular emphasis on development of labor saving and affordable canopy management equipment.

- Sustainability: Develop and evaluate *vineyard management strategies* to efficiently utilize nutrient inputs and promote long term soil health and water quality.

- Floor and weed management: Develop and evaluate vineyard floor and weed management strategies to reduce energy and herbicide use.
- Grape cultivars and clones: develop or *evaluate the viticultural performance* of grape cultivars or clones suitable for production of quality wine, juice, or bunch grapes in New York's diverse viticultural regions.

ENOLOGY THEMES:

- Grape cultivars and clones: Evaluate the potential of new grape cultivars and/or clones for *quality wine production* in New York's diverse wine growing regions.

- Sustainability: Develop and evaluate *sustainable winemaking practices*, including efficient wastewater management, energy reduction, and means of reaching carbon neutrality.

- Wine quality: Develop and evaluate techniques and/or methods to improve quality of wine made from interspecific hybrid and native grape cultivars.

- Wine analysis: Develop or improve the efficiency of wine analytical methods designed for use in production.

- Wine microbiology: Identify opportunities for improved wine quality or processing methods related to wine microbiology, including regional microbiomes, microbiological bio protection, and fermentation nutrition.

OTHER THEMES:

- Non-fermented value-added grape products: Identify or develop new value-added grape products that promote sustainability and/or human health, such valorized waste from grape processing.

BUSINESS DEVELOPMENT THEMES:

- Evolving Consumer Preferences: Identify and research generational preferences of millennial, gen x and gen z consumers (authenticity, sustainability, and experiential marketing) and most effective ways for New York Wines to establish themselves with this key demo and build a relationship with them.

- Customer awareness: Identify and test education and communication strategies to increase customer awareness of the diversity and quality of New York wines.

- Technology Advances: Evaluation of the best tools for wineries to streamline operations, enhance customer experience and gain a competitive edge in marketing, sales, compliance & operational efficiencies.

- Customer acceptance: Identify and test education and communication strategies to promote customer acceptance of wines made from cold hardy hybrid and native grape varieties.

4. **Proposal Format:**

The traditional format is listed below for a written proposal that includes all the detailed information. Additionally, we are asking for each proposal to be submitted with a video presentation of no more than 5 minutes, that summarizes in laymen's terms what you plan to do and how/why the project is important to the industry. For CORNELL researchers: This video should not be submitted as part of your proposal to OSP but instead sent separately using the link below. You may use a slide in your video that summarizes the problem, your proposed idea, key outcomes and the budget/timeline.

Please make sure the video is shot in a horizontal format with adequate lighting and no background noise with the presenter in frame and in focus. The file should be in MP4 format with 720p resolution and can be uploaded to this folder: https://bit.ly/nywgf-research27-28

The written proposal should still be emailed to research@nywgf.org.

SECTION 1:
Project Title:

Principal Investigator:
(include name, position, univ affiliation and contact information-email/phone)

Co PI's, Collaborators:
(include name, position, univ affiliation and contact information-email/phone)

New Research ☐ Continued Research ☐
(If continued funding under a different project, give former name)

Viticulture ☐ Enology ☐ Business ☐

Amount Requested $xxxxx (Funding is for April 1, 2027– March 31, 2028)

SECTION 2:

Please provide a brief summary (4-5 sentences) in layman's terms describing the purpose of your project; what goal you are trying to achieve, and why.

SECTION 3:

Express the focus of the research in clear, concise language and include:

- Objectives: Describe how the research will address the industry priority.
- Justification of Research: Describe previous work that has been done, how the proposed project is diversified from any current and/or prior projects and the importance of the proposed research to the industry. What will the impact be?

- Materials & Methods: Outline your work plan including the experimental procedure & materials used.

- Expected outcomes: State the expected outcomes (economic, environmental etc.)

- Communication of Results: Outline the plan to broadly communicate the research results to a producer audience, including the type of technology you plan to use (ie meetings, emails, newsletters).

SECTION 4: BUDGET

Budget: We anticipate funds will be available **April 1, 2027 - March 31, 2028.**
Please include in this section the details for the expenses listed below.

- Personnel Services: (include description and amount)
  - Salary and wages, include fringe benefits

- Non-Personnel Services: (include description and amount)
  - Contractual services. Travel. Equipment. operating expenses. other

Additional Funding: Please include in this section information for additional private sector funds expected from outside sources and if these funds will run through NYWGF or go directly to your employer.

5. **Final Report Format (to be completed by April 15, 2028)**

SECTION 1

- Project Title:
- Principal Investigator with contact info:
- Co PI's, Collaborators with contact info:
  - *Please attach bio for PI and Collaborators
- New Research ☐ Continued Research ☐
- Amount Funded $

SECTION 2

- Summary Impact Statement: Provide 3-5 sentences summarizing the purpose of the project and its impact on the industry.
- Objectives:
- Activities/Methods:
- Results/Progress/Next steps:
- Technology Transfer Plan: including dates and descriptions of outreach activities and publications
- Attachments: any relevant charts, graphs and photos

6. Contact information and deadline for submissions

Proposals must be submitted to NYWGF electronically by January 18th, 2027, using our NYWGF format to research@nywgf.org.

Any questions regarding your proposal or the submission process can be directed to Dana Alexander at the New York Wine & Grape Foundation using danaalexander@nywgf.org, or by phone 315-924-3705.